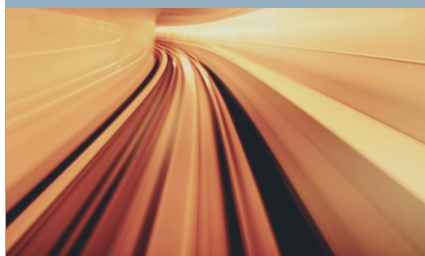


The Fleet Express

A quarterly publication for Agency Transportation Officers



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Enterprise Contract Update

Price Schedule (Effective June 23, 2009)

Vehicle Type	Daily	Weekly	Monthly
Compact	\$32.65	\$179.58	\$718.30
Intermediate	\$35.65	\$196.08	\$784.30
Mid Size	\$36.65	\$201.58	\$806.30
Full Size	\$36.65	\$201.58	\$806.30
Minivan	\$65.65	\$361.08	\$1,444.30
12/15 Passenger Van	\$85.65	\$471.08	\$1,884.30
Cargo Van	\$55.65	\$306.08	\$1,224.30

Vehicle Type	Daily Includes 150 free miles	Weekly Includes 750 free miles	Additional Cost Incurred after exceeding free miles
Cutaway truck	\$70.00	\$350.00	\$0.15/mile
15-16 ft box truck	\$80.00	\$400.00	\$0.15/mile
20-24 ft stake bed	\$105.00	\$525.00	\$0.15/mile
24 ft box truck	\$100.00	\$500.00	\$0.15/mile
26 ft box truck	\$105.00	\$525.00	\$0.15/mile

Rates above include collision and liability as defined in Contract Modification #10 and Attachment A of the DGS Contract #C600005.

- Daily is defined as one (1), twenty-four (24) hour period
- Weekly is defined as seven (7), consecutive twenty-four (24) hour periods
- Monthly is defined as thirty (30), consecutive twenty-four (24) hour periods

Contract C600005 provides only for rentals originating in the Commonwealth of Virginia. Rentals originating outside of the Commonwealth of Virginia are to be procured separately.

Vehicle Utilization

Historically, the standard measure for determining whether an agency was appropriately using a vehicle was how many miles the vehicle was driven. While this measure helped insure that vehicles were not just sitting around, it did not help OFMS or the agency determine some of the more basic questions about vehicle utilization which are more fundamental to good vehicle management. Do you have the right number of vehicles? What is the most cost effective means of providing transportation? In today's environment you have several choices to consider – agency owned vehicles, fleet/pool vehicles, Enterprise rental vehicle, and personal reimbursement.

The first place to look for a vehicle is from within your own vehicles whether your agency owns it or it is a pool vehicle. Remember, just because two employees need

FROM THE DIRECTOR:

PUT YOUR CAR ON A DIET

Do you have a little junk in your trunk? For most drivers it does not happen overnight but their car becomes their trash can, filing cabinet or storage unit. Auto manufacturers spend millions of dollars and use very exotic materials to reduce vehicle weights by only a few pounds. Why?

- Every 100 lbs of extra weight reduces fuel economy by up to 2%

Two percent may not sound like much, but when multiplied by the roughly 4000 OFMS fleet vehicles the number becomes much larger. The next time you open your trunk, inspect the contents. If it is not necessary, take it out.



(continued)

need transportation several days a week it doesn't necessarily mean that they travel on the same days. Could they share a car? If the answer is that you will need an extra vehicle to handle the transportation need, here are some questions you need to ask to arrive at an appropriate decision. How many days per month will you need the vehicle? How many miles will it travel on each trip? If you are using an agency vehicle, what size is it and what is the cost of operation? When you answer these questions, you should be able to quickly calculate the best option. For example, a car which travels 300 miles per day, but only travels 3 days per month will look fine from an annual mileage perspective; however, a monthly bill on a new pool car will be approximately 3 times the cost of renting a car for three days.

Here are some tips to keep in mind when doing your analysis. Any time you approve personal reimbursement for more than 70 miles per day, Enterprise is cheaper. Personal reimbursement of greater than 600 miles in a month is more expensive than a pool vehicle and possibly Enterprise rental. Renting a car more than nine days per month is more expensive leasing a pool vehicle.

Remember we not only need to use vehicles, but we need meet our transportation needs by the most cost effective means possible.

NoVA / D.C. Travel precautions

Going on business to DC? How about saving the worry of driving, parking, and tickets. If you are driving to the DC area, you can save time, expense and grief by parking at one of the Metro stops on the Virginia side and using Metro to get you where you are going in the District. Visit www.wmata.com and you will see a number of travel options to allow you to make your visit and not have to worry about your car. If you are traveling into DC from areas further out from Metro's service area, you have the options of Virginia Railway Express, www.vre.org or Amtrak www.amtrak.com.

We have seen a number of a number of traffic tickets issued by DC. Typically, they fall into the following categories. Speeding - DC uses speed cameras. Remember keeping up with traffic will not save you. The cameras will catch everyone speeding. Running red lights. DC also uses red light camera enforcement. Parking tickets. Remember much of DC is under some type of parking restrictions and requires special decals to park. We have also received tickets for failing to register cars in DC. We've even had tickets because our permanent plates do not have expiration dates on them. While the last two charges are disputable, it still takes up time and effort to challenge them.

Since driving up there can be such a hassle and costly, why not use one of the public transportation options listed above? They cannot ticket a car that's not in DC.